

people that the Southern white men must be their friends. In his notable speech at the opening of the Atlanta Exposition there occurred these words, "No man, either white or black, Northern or Southern, shall drag me down so low as to make me hate him." This fairly represents Mr. Washington's teaching as to the importance of good-will between the races. Perhaps no single man of either the Negro or white race has helped the people of the different sections of the country more to understand the real conditions of the Negro race in this country. Having in his veins the blood of two races, he has an understanding of them both that has been given to very few. His wonderful power as an orator has enabled him to hold great audiences in all parts

of this country. He has not hesitated to criticise the weaknesses of his own people, nor has he failed to tell the people of the white race his thought as to what they owe the blacks. His recent trips through the South, in which he has had opportunity to speak to thousands of Negroes and white people, have been of untold value.

"The Story of the Negro Race," which has recently appeared, gives an account such as no other man could give of the history of his own people. As really as Moses was chosen by God to help the people of Israel out from the land of Egypt, so really has Booker T. Washington been chosen to lead the Negroes of America out into the light and into a life of self-supporting industry.

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## The Negro in Business and Professional Life

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*Within forty years of only partial opportunity, the American Negro has cut down his illiteracy by fifty per cent, has produced a professional class, fifty thousand strong, including ministers, teachers, doctors, editors, authors, architects, and engineers, and is found in all higher lines of listed pursuits in which white men are engaged.*

*Nearly three thousand Negroes have taken collegiate degrees, over three hundred being from the best institutions in the North and West. Negro inventors have taken out four hundred patents as a contribution to the mechanical genius of America. There are scores of Negroes who for ability and achievement take respectable rank in the company of distinguished Americans. — Prof. Kelly Miller.*

ON the following pages will be found pictures and brief sketches of more than one hundred and forty Negroes who are prominent in business and professional life.

This is only a partial list. Hundreds not included in this list have achieved success and prosperity along material lines.

The use of a few names and sketches does not minimize the value of many who might properly be considered.

Pictures of scores of Negro presidents of educational institutions accompany the sketches and views of the institutions, in previous pages, and need not be repeated. These men are among the most successful of their race as educators, and many have remarkable executive and business ability.

The order in which these names appears is not a judgment as to the relative prominence and influence of the men named. Some of the best-known names of the race will be found in the closing pages of this department. Others not so well known to the general public may be noted in the first pages. No effort has been made to group these names with reference to business, trade, or profession. In the main, the order observed is that of the reception of pictures and sketches.